

Message Text

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ACTION COME-00

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R 121200Z OCT 73 ZDK

FM AMCONSUL PORTO ALEGRE

TO SECSTATE WASHDC 292

INFO AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

AMCONSUL RIO DE JANEIRO

UNCLAS PORTO ALEGRE 0091

E.O. 11652: N/A

TAGS: BEXP, BTR

SUBJECT: EXPORT OPPORTUNITY FOR PORT EQUIPMENT

REF: A. PORTO ALEGRE 24., B. PORTO ALEGRE 64

1. FOLLOWING UP ON SUCESSFUL USAID TRAINING VISIT TO U.S. BY STATE TRANSPORTATION SECRETARY COLONEL NUNES LEAL IN AUGUST (REF.B), RIO GRANDE DO SUL'S DIRECTOR GENERAL OF PORTS, ENGINEER SERGIO DA COSTA MATTE, WILL BE TRAVELING IN THE U.S. OCTOBER 13-22 STUDYING U.S. PORTS AND PORT EQUIPMENT. SECRETARY NUNES LEAL ON HIS TRIP WAS ESPECIALLY IMPRESSED WITH HIS VISIT TO THE NEW YORK PORT AUTHORITY AND IN OBSERVING CONTAINER PORTS THERE AND IN THE STATE OF INDIANA. HE HAS INSTRUCTED DIRECTOR GENERAL MATTE TO ANALIZE THE FEASIBILITY OF CONTAINERS FOR THE PORTS OF THIS STATE, AS WELL AS OTHER PORT EQUIPMENT AND PORT SYSTEMS FOR THE HANDLING OF GRAIN, FERTILIZERS AND MINERALS. A DRAFT STUDY OF THE PORT OF RIO GRANDE, PREPARED BY FRENCH CONSULTING FIRM FOR FEDERAL PORT AUTHORITIES, IS UNDER CLOSE REVIEW BY SECRETARY NUNES LEAL AND STATE PORT AUTHORITIES AND WILL BE REVISED AND APPROVED ONLY AFTER DIRECTOR GENERAL MATTE RETURNS FROM THE U.S. AND REPORTS ON HIS FINDINGS.

2. GIVEN THE DISTINCT POSSIBILITY OF U.S. PROCUREMENT OF EXPENSIVE PORT EQUIPMENT BOTH FOR THE "SUPERPORT" OF RIO GRANDE

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AND OTHER PORTS IN THE STATE-PROCUREMENT WHICH HERETOFORE HAS

BEEN LARGELY ASSUMED TO HAVE BEEN COMMITTED TO FOREIGN SUPPLIERS, ESPECIALLY THE JAPANESE REQUEST THAT USDOC OFFICIAL CONTACT DIRECTOR GENERAL MATTE AND ASSIST HIM IN MAKING APPROPRIATE COMMERCIAL CONTACTS.

3. DIRECTOR GENERAL DA COSTA MATTE'S ITINERARY:

- LEAVE PORTO ALEGRE OCTOBER 12.

- SAN DIEGO OCTOBER 14-18, ATTENDING THE CONVENTION OF THE ASSOCIATION OF PORT AUTHORITIES. HE WILL BE STAYING AT SHERATON HOTEL NEAR THE AIRPORT.

- NEW YORK OCTOBER

-- 21-22, VISIT TO NEW YORK PORT AUTHORITY.

WHILE IN SAN DIEGO AND NEW YORK, MR. MATTE WILL BE IN THE COMPANY OF OFFICIALS OF THE FREDERIC R. HARRIS ENGINEERING CORPORATION, 300 E 42 ST.

4. IN RESPONSE TO A PREVIOUS EXPORT OPPORTUNITY FOR PORT EQUIPMENT (REF/A), CLYDE IRON WORK OF DULUTH, MINNESOTA, THROUGH MR. MANFRED KLEE, EXPORT MANAGER, EQUIPMENT SYSTEMS, POBOX 95, PORT DEPOSIT, MARYLAND, TELEPHONE 301-378-3111, HAS FOLLOWED UP AND HAS EXCHANGED CORRESPONDENCE WITH THIS POST AND WITH DIRECTOR GENERAL MATTE ABOUT THE PURCHASE OF A 250 TON WHIRLEY FLOATING CRANE AT A PRICE OF APPROXIMATELY ONE MILLION DOLLARS. IN LIGHT OF THIS HEALTH MATTE'S TRIP TO THE U.S. AND BE ENCOURAGED TO FOLLOW UP FURTHER DIRECTLY WITH HIM.
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